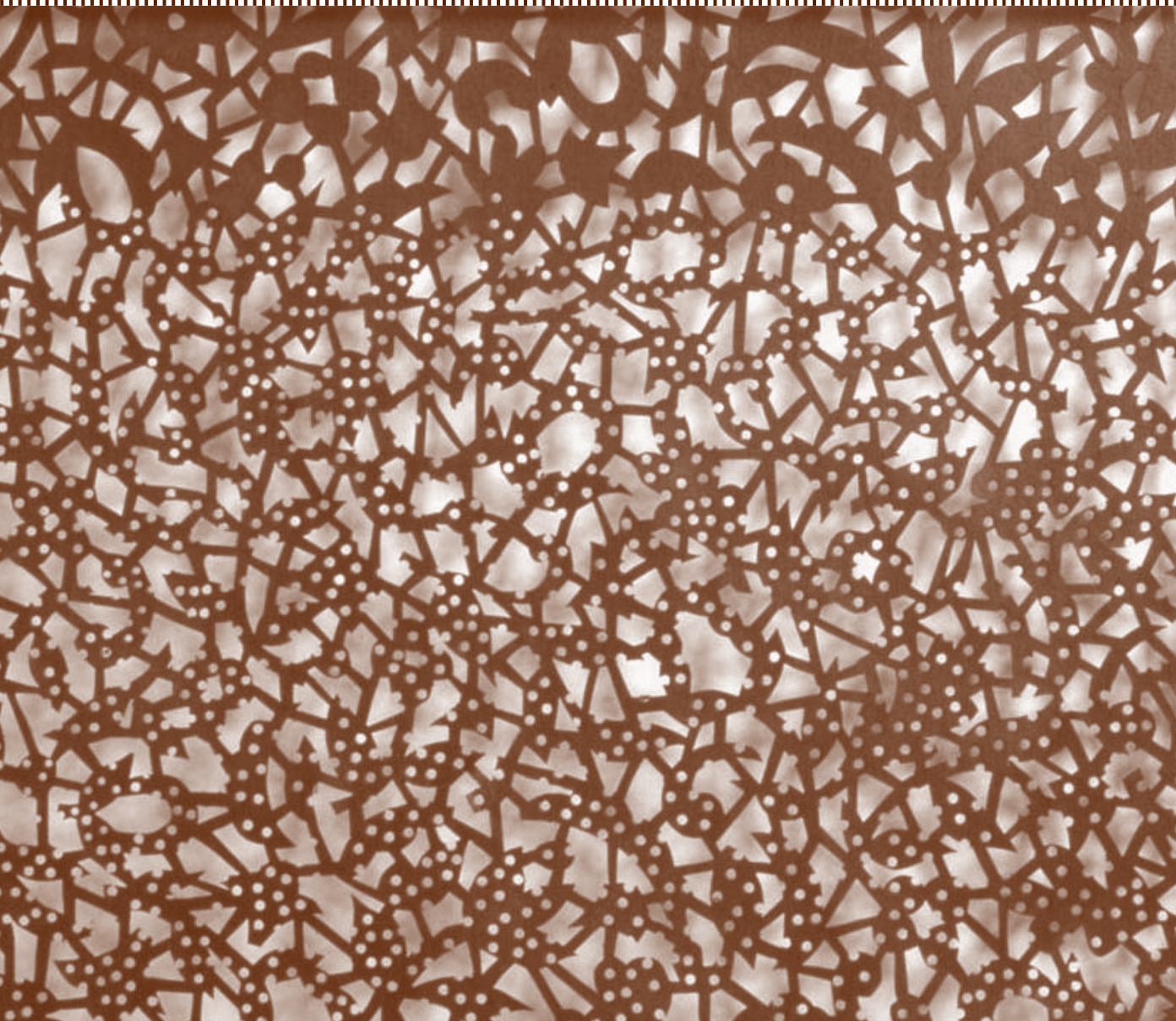


# MSAC

ECONOMIC IMPACT OF NONPROFIT ARTS ORGANIZATIONS IN MARYLAND



maryland state arts council | 40th anniversary | fiscal year 2007

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# ECONOMIC IMPACT OF NONPROFIT ARTS ORGANIZATIONS IN MARYLAND

MARYLAND STATE ARTS COUNCIL, FISCAL YEAR 2007

MSAC's mission is to encourage and invest in the advancement of the arts for the people of our state by supporting artists and arts organizations in their pursuit of artistic excellence, ensuring accessibility of the arts to all citizens and promoting statewide awareness of arts resources and opportunities.

*An agency of the Maryland Department of Business & Economic Development, Division of Tourism, Film & the Arts, the Maryland State Arts Council (MSAC) is dedicated to cultivating a vibrant cultural community where the arts thrive. MSAC provides financial support and technical assistance to nonprofit cultural organizations.*

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# PREFACE

## MARYLAND'S CREATIVE SECTOR

**T**he arts are thriving in Maryland. From venerable museums, symphonies and theaters to emerging galleries, new technologies and free events, creative enterprises are gaining strength and growing throughout the state. A strong and robust cultural sector signifies an engaged and vibrant community and is vital to the high quality of life Marylanders enjoy.

In the past decade, Maryland witnessed a tremendous surge in performing, visual and literary arts activities. The public and private sector joined resources on myriad projects and the results — too numerous to count — include new and expanded museums and performing arts centers; historic

site renovations and adaptive reuses for the arts; burgeoning arts districts; growing film festivals and venues; and additional high school and college arts programs.

During this period, the state's investment in the arts also grew significantly and included support for capital construction through historic tax credits, grants and loan guarantees; project grants to explore new initiatives and establish innovative programs; and operating grants that provide stable funding for ongoing operations in nonprofit arts organizations.

This report highlights the economic impact of the nonprofit arts organizations and programs that receive operating support from the Maryland State

## ARTS & ECONOMIC PROSPERITY III

Nationally, as well as in Maryland, the arts attract audiences, spur business development, support jobs and generate government revenue. Americans for the Arts, the nation's leading nonprofit organization for advancing the arts, has recently released its third national report on the nonprofit arts industry in the United States.

*Arts & Economic Prosperity III: The Economic Impact of Nonprofit Arts and Culture Organizations and Their Audiences* documents the economic impact of the

nonprofit art and culture sector in 156 communities nationally. The study also demonstrated that this growing industry is a cornerstone of a thriving tourism economy. The impressive national results found that the nonprofit arts industry generated \$166.2 billion in economic activity for Fiscal Year 2005. Reported economic activity demonstrated that \$63.1 billion was spent by organizations and another \$103.1 billion by their audiences.

# MSAC

Arts Council (MSAC). The study was conducted by the Department of Business & Economic Development (DBED) utilizing final report data supplied by the grant recipients. It is the last survey we will issue using this data collection method. MSAC and nonprofit arts organizations statewide recently adopted a new reporting method: the Maryland Cultural Data Project, a standardized online system for collecting historical financial and organizational data. This streamlined data reporting process provides consistent, reliable and detailed information on organizational expenses and revenues to better analyze the fiscal impact, assets and needs.

It is important to note that this report represents a unique subset of Maryland's arts industry and

does not measure the overall economic impact of "the arts." The study's objective is to provide an impact analysis of the hundreds of nonprofit arts organizations statewide supported through MSAC. It does not detail the enormous economic contributions of private or college arts or entertainment enterprises such as concert venues and music festivals, touring or dinner theaters, fine art and craft studios, workshops and fairs, or the many private art classes offered in any community. Independent artist — photographer, designer, architect, painter, sculptor, filmmaker, writer, dancer, artisan, folklorist, teacher, singer, composer or musician — salary and expenditures are also excluded.

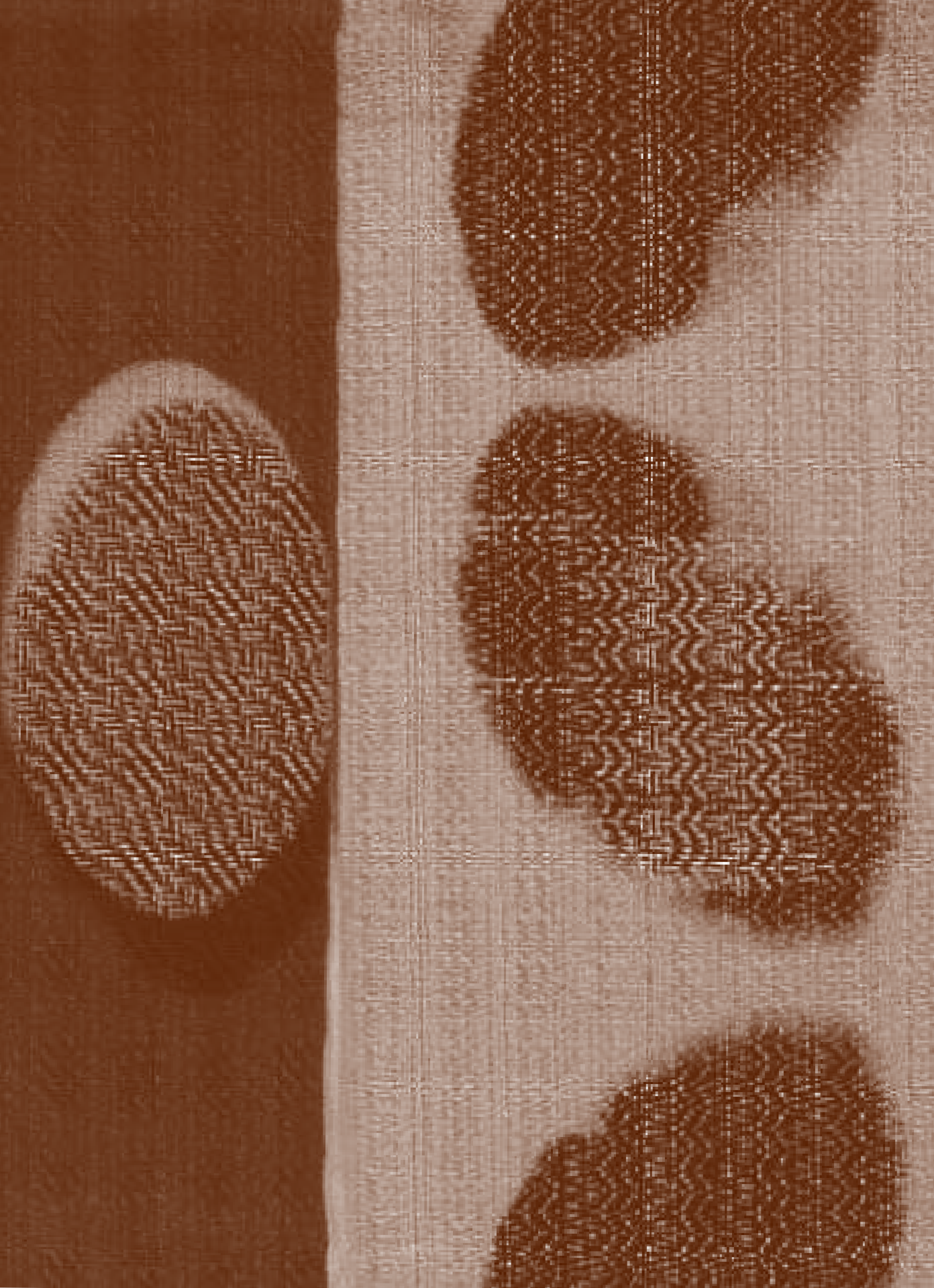
Three of Maryland's largest jurisdictions participated in this national study. The results were as follows:

Study Region	Total Economic Impact	Cultural Organization Spending*	FTE Jobs Supported	State & Local Government Revenue	Attendance Local & Visitor	Population
BALTIMORE CITY	270,075,571	154,505,135	6,418	23,262,000	3,783,172	635,815
MONTGOMERY COUNTY	117,045,913	51,647,382	2,180	7,656,000	1,905,336	927,583
PRINCE GEORGE'S COUNTY	35,707,033	10,756,105	678	2,846,000	647,006	846,123
<b>TOTAL</b>	<b>\$422,828,517</b>	<b>\$215,908,624</b>	<b>9,276</b>	<b>\$33,764,000</b>	<b>6,335,515</b>	<b>2,409,521</b>

*\*includes capital and operating*

Source: Americans for the Arts, 2007. Full text available at [www.americansforthearts.org/EconomicImpact](http://www.americansforthearts.org/EconomicImpact)





# EXECUTIVE SUMMARY

ECONOMIC IMPACT OF NONPROFIT ARTS ORGANIZATIONS IN MARYLAND: MARYLAND STATE ARTS COUNCIL — FISCAL YEAR 2007 summarizes the impact of nonprofit arts organizations and audiences that receive operating funds from the Maryland State Arts Council (MSAC). This update analyzes data for the period from July 1, 2006 to June 30, 2007 (FY 2007) collected by MSAC from the organizations' final grant reports. Final report data from 228 of the 245 nonprofit grantees are included here. The economic impact of these organizations is reported regionally and statewide. Noteworthy outputs and economic impacts by MSAC-funded nonprofit arts organizations and audiences in FY 2007 include:

- 14 million people attended arts events in Maryland, an increase of 6 percent from 13.1 million in FY 2006
- Arts audiences generated \$385 million in direct spending on goods and services in FY 2007, \$50 million more than in FY 2006.
- Arts organizations generated \$170 million in direct spending on goods and services, \$15 million more than in FY 2006.
- Audience spending and arts operations generated a total of \$556 million in direct spending, compared to \$500.5 million in FY 2006 and generated a total economic impact of \$1.2 billion, an increase of 12 percent from the previous year.
- Every \$1 of direct spending in this arts sector generates \$2.13 in total expenditures on goods and services in Maryland, three cents more on every dollar than in FY 2006.
- Total full-time equivalent jobs generated by this arts industry increased to more than 15,000, compared to 13,700 in FY 2006.
- Total employment generated \$418 million in salaries, an increase of 11 percent from FY 2006.
- These nonprofit organizations and their audiences generated \$43 million in state and local taxes in FY 2007, a \$6 million increase from FY 2006.

*Note: All figures are rounded.*

LEFT: HILLARY STEEL, textile (detail) • Individual Artist Award Recipient 2007

# INTRODUCTION

The Maryland State Arts Council (MSAC) is proud to present the Fiscal Year 2007 Economic Impact of Nonprofit Arts Organizations in Maryland, a detailed overview of both direct and indirect organization and audience spending by nonprofit arts organizations receiving general operating support under MSAC's Grants for Organizations (GFO) program. In FY 2007, the state increased investment in the GFO program from \$7.69 million to \$10.26 million, a gain of 33 percent.

## DEFINITIONS

Each nonprofit organization that receives an operating grant from MSAC prepares a final report that constitutes the basis for this economic impact study. Three categories of organizations receive funding.

- **PERFORMING ARTS** includes nonprofit institutions engaged in theatrical, dance, music and opera productions.
- **VISUAL ARTS** consists of institutions involved in gallery and museum operations, photography, design and filmmaking activities.
- **MULTIDISCIPLINARY ARTS** produce festivals, radio and television programs, folk arts or are engaged in more than one type of artistic activity. It includes a diverse group of institutions that provide assistance to other artistic activities, such as arts or artists' associations and local arts agencies.

The economic impact of these organizations is estimated separately for each region and for the state as a whole. The six regional definitions used by MSAC are:

- **CAPITAL** — Frederick, Montgomery and Prince George's counties
- **CENTRAL** — Anne Arundel, Baltimore, Carroll, Cecil, Harford and Howard counties, and Baltimore City
- **EASTERN SHORE (Lower)** — Dorchester, Somerset, Wicomico and Worcester counties
- **EASTERN SHORE (Upper)** — Caroline, Kent, Queen Anne's and Talbot counties
- **SOUTHERN** — Calvert, Charles and St. Mary's counties
- **WESTERN** — Allegany, Garrett and Washington counties

With 48 percent of the state's population, the Central region is the largest, followed by the Capital region at 36 percent. The Western, Southern and Eastern Shore regions combined comprise the remaining 16 percent of Maryland's population.



## METHODOLOGY

The TOTAL ECONOMIC IMPACT of MSAC-funded nonprofit organizations and their audiences is measured in terms of sales, employee income and employment generated in Maryland resulting from annual operating expenditures of nonprofit grantees and their arts audiences. The TOTAL ECONOMIC IMPACT of this sector is the sum of direct, indirect and induced spending. The employment impact is represented in terms of annual full-time equivalent jobs, with part-time jobs converted into full-time equivalents.

- **DIRECT ECONOMIC IMPACT** is the expenditures directly associated with the annual activities of these arts organizations, including employee income. To avoid double counting, all audience expenditures that take place inside the arts organizations are included in the annual operating budget.
- **SECONDARY ECONOMIC IMPACTS** include both indirect and induced economic activities generated in response to direct expenditures.

- The **INDIRECT IMPACT** is generated by industries supplying the needs of the vendors selling directly to the arts organizations and their audience. For example, spending on dinner at a restaurant before a concert is an indirect impact.
- The **INDUCED IMPACT** results from the increased demand of employees of this arts sector and the employees of its suppliers spending their incomes in Maryland.
- The **TAX REVENUE IMPACT ON THE STATE OF MARYLAND** represents state retail sales tax and personal income tax revenues related to expenditures generated at all levels — direct, indirect and induced — by the arts activities. This fiscal impact includes personal income surtaxes, state retail sales taxes on lodging, food and beverages, transportation and all other event-related expenses by this arts audience, as well as sales tax revenues generated by the employees of the arts organizations and the employees of all other supporting businesses spending their disposable incomes on taxable goods and services in Maryland.

# PROFILE OF NONPROFIT ARTS ORGANIZATIONS

MSAC provided operating and program grants to 245 Maryland nonprofit organizations in FY 2007 (**TABLE 1**). The information in this report is based on responses from 228 of these organizations. Of that number, 127 (56 percent) of the organizations are engaged in performing arts activities, 26 (11 percent) are visual arts organizations and 75 (33

percent) are multidisciplinary arts organizations. The Central region had the greatest number of MSAC-funded nonprofit organizations (51 percent), followed by the Capital region (29 percent), Eastern Shore (Upper) (7 percent), Western Maryland (6 percent), Eastern Shore (Lower) (4 percent) and Southern Maryland (3 percent).

**NOTE:** *For all tables, columns may not add to total due to rounding off accounting procedures.*

**TABLE 1: Number of MSAC GFO Awardees — FY 2007**

Maryland Region	Multidisciplinary Arts	Performing Arts	Visual Arts	Total
CAPITAL	21	40	5	66
CENTRAL	31	70	16	117
EASTERN SHORE (Lower)	4	3	2	9
EASTERN SHORE (Upper)	8	7	2	17
SOUTHERN	4	2	0	6
WESTERN	7	5	1	13
<b>TOTAL</b>	<b>75</b>	<b>127</b>	<b>26</b>	<b>228</b>

*Source: Maryland State Arts Council, survey of MSAC grant recipients, Fiscal Year 2007*

## ANNUAL OPERATING INCOME

MSAC-funded nonprofit organizations reported total income of nearly \$172 million in FY 2007 (**TABLE 2**). About 29 percent was earned from program activities including ticket sales, exhibitor's fees, contracts, membership, etc. Cash contributions and revenues from fundraising events totaled 26 percent of total earnings. Federal, state and local government grants amounted to about 29 percent

of total income. Finally, other earnings from advertising, concessions or interest amounted to 16 percent of the total income. Grantees in the Central region reported the largest total operating income (62 percent), followed by the Capital region (34 percent). Organizations in all other regions accounted for the remaining 8 percent of the operating income.

**TABLE 2: Annual Operating Income of GFO Grantees — FY 2007 (\$000)**

Maryland Regions	Programs	Contributions	Grants	Other	Total
CAPITAL	17,463	9,365	17,882	8,779	53,489
CENTRAL	28,539	31,689	28,824	16,753	105,806
EASTERN SHORE (Lower)	703	348	1,025	572	2,649
EASTERN SHORE (Upper)	1,193	1,266	827	989	4,276
SOUTHERN	307	318	360	166	1,150
WESTERN	1,120	1,547	1,169	619	4,456
<b>TOTAL</b>	<b>\$49,326</b>	<b>\$44,534</b>	<b>\$50,087</b>	<b>\$27,879</b>	<b>\$171,826</b>

Source: Maryland State Arts Council, survey of MSAC grant recipients, Fiscal Year 2007

## EMPLOYMENT

In FY 2007, MSAC-funded nonprofit organizations reported 8,016 full-time and part-time employees. **TABLE 3** summarizes the distribution of paid personnel by region and by type of occupation. These organizations reported that nearly 25 percent of total employees were full-time, with a

large majority in management positions. Part-time positions made up more than 75 percent of the paid employment. Overall, grantees in the Central region employed 54 percent, and the Capital region accounted for 31 percent of the state-wide employment for the arts organizations.

**TABLE 3: Number of Paid Personnel at MSAC-funded Nonprofit Organizations — FY 2007**

Maryland Region	Management Full-Time	Management Part-Time	Artistic Full-Time	Artistic Part-Time	Total (All Personnel)
CAPITAL	414	1,272	291	530	2,507
CENTRAL	829	1,404	332	1,743	4,308
EASTERN SHORE (Lower)	20	18	3	2	43
EASTERN SHORE (Upper)	20	81	6	597	704
SOUTHERN	2	13	0	120	135
WESTERN	28	58	33	200	319
<b>TOTAL</b>	<b>1,313</b>	<b>2,846</b>	<b>665</b>	<b>3,192</b>	<b>8,016</b>

Source: Maryland State Arts Council, survey of MSAC grant recipients, Fiscal Year 2007

## ANNUAL OPERATING EXPENDITURES

Expenditures by MSAC-funded nonprofit organizations were estimated at \$170 million in FY 2007. Total operating expenditures increased 3.5 percent from FY 2006 to FY 2007. The distribution of annual operating expenditures of Maryland arts

organizations by region and by type of activity is highlighted in **TABLE 4**. The average operating budget for these organizations is approximately \$750,000, ranging from \$173,000 in the Southern region to \$905,000 in the Central region.

TABLE 4: Operating Expenditures for Nonprofit Grantees — FY 2007 (\$000)

Maryland Region	Operations	Payroll	Advertising	Total
CAPITAL	24,956	23,709	4,410	53,075
CENTRAL	46,647	52,653	6,572	105,872
EASTERN SHORE (Lower)	1,482	833	116	2,431
EASTERN SHORE (Upper)	2,212	1,238	367	3,817
SOUTHERN	585	400	51	1,036
WESTERN	1,895	2,209	299	4,404
TOTAL	\$77,777	\$81,043	\$11,815	\$170,635

Source: Maryland State Arts Council, survey of MSAC grant recipients, Fiscal Year 2007

# ECONOMIC IMPACT

## ARTS ORGANIZATIONS & ACTIVITIES

The DIRECT ECONOMIC IMPACT of MSAC-funded nonprofit organizations corresponds to the operating expenditures and salaries paid by the organizations. Direct employment impact is expressed in terms of full-time equivalent jobs. The direct impacts distributed by region are presented

in **TABLE 5**. In FY 2007, expenditures by these organizations directly generated approximately \$170 million in gross sales, \$81 million in employee income and 1,756 full-time equivalent jobs. Performing arts organizations generated nearly 48 percent of the total impact from operations.

**TABLE 5: Direct Economic Impact of Operations — FY 2007**

Maryland Region	Gross Sales (\$000)	Employee Income (\$000)	Employment FTE Jobs
CAPITAL	53,075	23,709	514
CENTRAL	105,872	52,653	1,141
EASTERN SHORE (Lower)	2,431	833	18
EASTERN SHORE (Upper)	3,817	1,238	27
SOUTHERN	1,036	400	9
WESTERN	4,404	2,209	48
<b>TOTAL</b>	<b>\$170,635</b>	<b>\$81,043</b>	<b>1,756</b>

*Note: FTE denotes full-time equivalent jobs*

*Sources: Maryland State Arts Council; DBED, Economic Policy and Research*

The TOTAL ECONOMIC IMPACT of the surveyed organizations includes the direct, indirect and induced impacts. The total impacts distributed by category and region are presented in

**TABLE 6**. In FY 2007, these expenditures generated approximately \$303 million in gross sales, \$150 million in employee income and 3,258 full-time equivalent jobs.



**TABLE 6: Total Economic Impact of Grantee Organizations — FY 2007**

Maryland Region	Gross Sales (\$000)	Employee Income (\$000)	Employment FTE Jobs
CAPITAL	90,833	41,745	904
CENTRAL	193,751	100,524	2,178
EASTERN SHORE (Lower)	3,987	1,378	30
EASTERN SHORE (Upper)	6,224	2,003	43
SOUTHERN	1,567	713	15
WESTERN	7,211	4,017	87
<b>TOTAL</b>	<b>\$303,574</b>	<b>\$150,380</b>	<b>3,258</b>

*FTE denotes full-time equivalent jobs; Includes direct and secondary impacts*

*Sources: Maryland State Arts Council; DBED, Economic Policy and Research*

## ARTS AUDIENCES

Attendees to MSAC-funded nonprofit arts organizations and activities generate significant economic impacts as well. In FY 2007, an estimated 14 million people attended arts events sponsored or produced by these organizations. Audiences for multidisciplinary arts totaled 8.4 million statewide, nearly 60 percent of all audience expenditures. Performing arts drew roughly 23

percent of the arts audiences (about 3.1 million). Visual arts attendees accounted for the remaining 17 percent of the arts audiences (2.3 million). The distribution of arts audiences by region is highlighted in **TABLE 7**. The Central region expenditures associated with the annual activities of these arts organizations drew the majority of arts audiences, followed by the Capital region.

**TABLE 7: Arts Audiences — FY 2007**

Maryland Region	Multidisciplinary Arts	Performing Arts	Visual Arts	Total
CAPITAL	2,707,578	1,037,404	77,271	3,822,253
CENTRAL	4,726,509	1,874,785	1,690,353	8,291,647
EASTERN SHORE (Lower)	144,809	35,024	419,817	599,650
EASTERN SHORE (Upper)	516,668	17,600	76,772	611,040
SOUTHERN	91,202	55,000	0	146,202
WESTERN	302,069	132,857	62,806	497,732
<b>TOTAL</b>	<b>8,488,835</b>	<b>3,152,670</b>	<b>2,327,019</b>	<b>13,968,524</b>

*Source: Maryland State Arts Council, survey of MSAC grant recipients, FY 2007*

These attendees also spent an estimated \$385.5 million on lodging, transportation, restaurants, gifts and other travel-related incidentals in FY 2007, which generated about \$125.8 million in employee

income and about 7,369 more jobs statewide.

**TABLE 8** summarizes the DIRECT ECONOMIC IMPACT of the arts audiences in Maryland by region.

**TABLE 8: Direct Economic Impact of Arts Audiences at Grantee Organizations — FY 2007**

Maryland Region	Gross Sales (\$000)	Employee Income (\$000)	Employment FTE Jobs
CAPITAL	116,367	38,483	2,146
CENTRAL	221,514	70,743	4,358
EASTERN SHORE (Lower)	21,446	7,086	340
EASTERN SHORE (Upper)	10,984	4,272	211
SOUTHERN	2,995	1,098	63
WESTERN	12,230	4,104	252
<b>TOTAL</b>	<b>\$385,537</b>	<b>\$125,785</b>	<b>7,369</b>

*FTE denotes full-time equivalent jobs*

*Sources: Maryland State Arts Council; DBED, Economic Policy and Research*

**TABLE 9** summarizes the TOTAL ECONOMIC IMPACT of arts audiences in Maryland by region. In FY 2007, visitors to MSAC-funded arts activities generated a total of \$883.3 million in gross sales

statewide. These expenditures generated about \$267.4 million in total employee income and about 11,926 jobs statewide.

**TABLE 9: Total Economic Impact of Grantees Arts Audiences — FY 2007**

Maryland Region	Gross Sales (\$000)	Employee Income (\$000)	Employment FTE Jobs
CAPITAL	260,101	79,461	3,475
CENTRAL	511,056	153,457	6,934
EASTERN SHORE (Lower)	52,101	15,839	704
EASTERN SHORE (Upper)	25,629	7,933	351
SOUTHERN	6,789	2,196	92
WESTERN	27,668	8,480	370
<b>TOTAL</b>	<b>\$883,344</b>	<b>\$267,365</b>	<b>11,926</b>

*FTE denotes full-time equivalent jobs; Includes direct and secondary impacts*

*Sources: Maryland State Arts Council; DBED, Economic Policy and Research*

Nonprofit Organizations, Activities and Arts Audiences

Calculating the economic impact of this sector as a whole should include the impacts of both arts organizations and arts audiences. The TOTAL ECONOMIC IMPACT OF MSAC-FUNDED NONPROFIT ORGANIZATIONS AND THEIR ARTS AUDIENCES is presented in **TABLE 10**. Expenditures by arts audiences account for a large portion of the sector’s impact, generating 79 percent of the total jobs, 74 percent of the sales and 64 percent of salaries. In FY 2007, this arts sector generated approximately \$1.2 billion in total gross sales, about \$417.7 million in total employee income and about 15,184 full-time equivalent jobs statewide.

Specifically, multidisciplinary arts organizations

generated the largest total economic impact with an annual average of \$558 million in gross sales, \$180 million in employee income and about 7,114 full-time equivalent jobs statewide. Performing arts organizations generated average sales of \$333 million, \$134 million in employee income and about 4,169 full-time equivalent jobs statewide. Finally, visual arts organizations generated \$296 million in gross sales, \$103 million in employee income and about 3,900 full-time equivalent jobs statewide. Performing arts organizations generated more impact from operations than from visitor expenditures, whereas multidisciplinary arts and visual arts organizations generated a larger share of total impact from arts visitors.

TABLE 10: Total Economic Impact of Organizations & Audiences — FY 2007

Maryland Region	Gross Sales (\$000)	Employee Income (\$000)	Employment FTE Jobs
CAPITAL	350,935	121,206	4,379
CENTRAL	704,807	253,981	9,112
EASTERN SHORE (Lower)	56,088	17,217	734
EASTERN SHORE (Upper)	31,853	9,936	394
SOUTHERN	8,356	2,909	107
WESTERN	34,878	12,497	457
TOTAL	\$1,186,917	\$417,746	15,184

*Includes nonprofit arts organizations and arts audiences*  
*FTE denotes full-time equivalent jobs; Includes direct and secondary impacts*  
*Sources: Maryland State Arts Council; DBED, Economic Policy and Research*

TAX REVENUE IMPACT

The expenditures generated by the nonprofit organizations and their audiences translate into revenues for the state. **TABLE 11** highlights the DIRECT TAX REVENUE IMPACT of grantee organizations and arts activities to the State of Maryland,

by region. Overall, the surveyed organizations and their audiences directly generated an estimated \$30.3 million in select state and local taxes in FY 2007.

**TABLE 11: Tax Revenue Impact of MSAC-funded Organizations and Audiences — FY 2007 (\$000)**

Maryland Region	State Retail Sales Tax	State Personal Income Tax	Local Personal Income Tax	Total of State and Local Taxes
CAPITAL	6,729	1,489	807	9,025
CENTRAL	12,973	3,165	1,705	17,843
EASTERN SHORE (Lower)	1,186	144	85	1,415
EASTERN SHORE (Upper)	627	112	63	802
SOUTHERN	173	34	19	227
WESTERN	712	157	86	955
<b>TOTAL</b>	<b>\$22,401</b>	<b>\$5,101</b>	<b>\$2,766</b>	<b>\$30,268</b>

*Includes nonprofit arts organizations and arts audiences*

*Sources: Maryland State Arts Council; DBED, Economic Policy and Research*

The TOTAL TAX REVENUE IMPACT, including direct and secondary tax impacts, is presented in **TABLE 12**. In FY 2007, MSAC-funded nonprofit organizations and their arts audiences generated a total of \$43.4 million in selected state and local tax revenues. Multidisciplinary

arts organizations and their audiences generated the largest fiscal impact, an average of \$19.6 million in state and local tax revenue, followed by the performing arts (\$11.3 million) and visual arts organizations (\$10.7 million).

**TABLE 12: Total Tax Revenue Impact of MSAC Grantee Organizations & Audiences — FY 2007 (\$000)**

Maryland Region	State Retail Sales Tax	State Personal Income Tax	Local Personal Income Tax	Total of State and Local Taxes
CAPITAL	7,515	3,497	1,715	12,728
CENTRAL	14,633	7,465	3,710	25,808
EASTERN SHORE (Lower)	1,355	555	251	2,161
EASTERN SHORE (Upper)	698	288	138	1,124
SOUTHERN	190	75	38	303
WESTERN	785	342	171	1,298
<b>TOTAL</b>	<b>\$25,175</b>	<b>\$12,224</b>	<b>\$6,022</b>	<b>\$43,420</b>

*Includes nonprofit arts organizations and arts audiences • Includes direct and secondary impacts*

*Sources: Maryland State Arts Council; DBED, Economic Policy and Research*

**NOTE:** *For all tables, columns may not add to total due to rounding off accounting procedures.*









LEFT: DOUGLAS HANSEN, photography (detail)  
Individual Artist Award Recipient 2007

MARYLAND STATE ARTS COUNCIL

1967 - 2007

# MSAC

# 40

VIBRANT *Dazzling* DIVERSE ENGAGING



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